

Message Text

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INFO OCT-01 EUR-25 ISO-00 EB-11 RSC-01 /038 R

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R 032122Z MAY 74
FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST
INFO AMEMBASSY MOSCOW
AMEMBASSY SOFIA
AMEMBASSY VIENNA
AMEMBASSY WARSAW

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VIENNA FOR EWTC

E.O. 11652: N/A
TAGS: BEXP, RO, UR
SUBJ: IOWA STATE IOGA TRADE MISSION

REF: BUCHAREST 0391, USDOC 4945

1. AMEMBASSY WARSAW HAS SUGGESTED, BECAUSE OF CONFLICTS
IN SCHEDULING, ETC., IOWA STATE NOT NOW INCLUDE WARSAW ON
ITS PROPOSED ITINERARY FOR A SEPTEMBER 1974 TRADE MISSION.
IOWA IS EXTREMELY ANXIOUS INCLUDE ONE MORE EASTERN EUROPE
CITY ON ITS TRADE MISSION ITINERARY WHICH NOW INCLUDES
CONFIRMED STOPS IN SOFIA, SEPT 20-23 AND MOSCOW, SEPT 24-27.
BELGRADE, ZAGREB, BUDAPEST, PRAGUE HAVE ALL BEEN ELIMINATED
DUE TO SCHEDULING PROBLEMS. IN LIGHT OF THE FAVORABLE
MARKET CONDITIONS FOR U.S. AGRICULTURAL EQUIPMENT AND
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SERVICES REPORTED BUCHAREST 0391, IOWA OFFICIALS HAVE

REQUESTED THAT USDOC RE-APPROACH AMEMBASSY BUCHAREST TO HOST ITS MISSION DURING THE PERIOD SEPT 16-19.

2. FOLLOWING LIST OF FIRMS HAVE INDICATED STRONG INTEREST IN PARTICIPATING IN THE IOWA MISSION. PLEASE NOTE, HOWEVER, THIS IS NOT FINAL LIST. MISSION ORGANIZERS HAVE EXPRESSED DESIRE TO HOLD RECRUITMENT TO NOT MORE THAN EIGHT FIRMS, AS HAS BEEN RECOMMENDED BY POSTS FOR TRADE MISSIONS TO EASTERN EUROPE/USSR.

CENTURY ENGINEERING (FORK LIFT EG; FARM CROP SPRAY EQ;
ROLLER PUMPS: PORTABLE OIL-FIRED SPACE HEATERS; HIGH PRESSURE WASHER, LAWN & GARDEN EQ; WARM AIR HEATING EQ; CONVERSION BURNERS); ROCKLIN MFG. CO. (MACHINE TOOLS; AGRICULTURAL TRACTOR ATTACHMENTS; TOOLS & DIES; SPECIAL FOOD PRODUCTION MCHY; MEAT HOOKS; TIMERS); GEO. ROLFES CO. (FERTILIZER BLENDER, SPREADERS; BIN SOUNDING UNIT; AERATION FANS; TEMPERATURE DETECTING SYSTEMS); SEARS MFG. CO. (VINYL COVERED SEATS FOR TRACTORS, RIDING LAWN MOWERS, GARDEN TRACTORS, SNOW-MOBILES; LIFT TRUCKS); PALO ALTO MFG. CO. (BEEF & DAIRY OIL; MINERAL FEEDER; STOCK WATERERS; CATTLE & HOG OILERS; PORTABLE HIGH PRESSURE SPRAYERS); FAIRFIELD ENG. & MFG. (INDUCTION HARDENING, AUTOMATIC LIVESTOCK FEEDING & WATERING EQ; LIVESTOCK POLLUTION CONTROL EQ; GRINDING, PRECISION MACHINED INDUSTRIAL PARTS); JET CO., STEEL DIV. (POST DRIVERS; WIRE ROLLERS; WAGON BOXES; TWO WHEEL & FOUR WHEEL GARDEN TRACTOR WAGONS; CEMENT BREAKER; GRAVITY, BARGE & TRUCK BOXES; MOBILE HOLDING & STORAGE BINS; MOBILE HOME TIE-DOWN); SUDENGA INDUS. INC. (BULK FEED BODIES;
AUGERS; BULK FEEDER ANGERS); AGRITRONICS CORP. (SWINE, POULTRY & CATTLE VITAMINS AND ANTIBIOTICS); SHIVVERS ENTERPRISES, INC. (GRAIN CIRCULATOR; ANGER SYSTEM; GRAIN SPREADERS); INTRACO, INC. (AUTOMATIC FEEDING SYSTEM FOR POULTRY & HOGS); WILSON TRAILER CO. (SEMITRAILERS); HYDRO-TECHNAMICS (DISTRIBUTOR FOR FLOTATION EQ; DESIGNS & SELLS FERTILIZER PLANTS); MAINLINE EQUIPMENT CO. (CRANES, ROAD GRADERS; READY-MIX CEMENT MIXERS; TROJAN LOADERS; TRUCKS); TODD & SARGENT (CONSTRUCTION COMPANY, BUILDS GRAIN ELEVATORS & FEED MILLS).

3. INDIANA STATE ORGANIZERS OF PROPOSED AGRICULTURAL EQUIPMENT IAGO TRADE MISSION TO BUCHAREST OCT 8-11, STILL IN UNCLASSIFIED

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PROCUREMENT PROCESS. POSSIBILITY EXISTS, OF COURSE, OF SOME DUPLICATION OF PRODUCTS WITH TWO SIMILAR PRODUCT THEME MISSIONS. HOWEVER, THERE MIGHT BE ENOUGH PRODUCT DIVERSIFICATION THAT BOTH MISSIONS WOULD FIND SUFFICIENT MARKET OPPORTUNITIES.

4. AMEMBASSY BUCHAREST COMMENTS REQUESTED ASAP. RUSH

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